

## Attachment B

### **Statement of Interest – Statewide Long -Term Care Reform** *Format for Response to Request for Information/Proposals* *Wisconsin Department of Health and Family Services*

Organization Name (s) (List all public and private entities represented by this statement of interest.):

Community Alliance of Providers of Wisconsin (CAPOW)  
Rehabilitation for Wisconsin (RFW)  
Residential Services Association of Wisconsin (RSA)  
Wisconsin Assisted Living Association (WALA)  
Wisconsin Association of Homes and Services for the Aging (WAHSA)  
Wisconsin Health Care Association (WHCA)  
Wisconsin Personal Services Association (WPSA)

Contact Person and Contact Person's Organization (List name, address, telephone number, email and fax number.):

Nancy Leipzig  
Community Alliance of Providers of Wisconsin  
424 Washington Ave.  
Oshkosh, WI 54901  
(920) 236-6560  
nancy.leipzig@claritycare.org

Michael Kirby, CAE  
Rehabilitation for Wisconsin (RFW)  
1302 Mendota St.  
Suite 200  
Madison, WI 53714-1024  
(608) 244-5310  
mkirby@rfw.org

Tom Nowak, President  
Residential Services Association of Wisconsin (RSA)  
P.O. Box 270325  
Milwaukee, WI 53227  
(414) 587-3033 (phone)  
tanowak77@aol.com

Jim Murphy, Executive Director  
Wisconsin Assisted Living Association (WALA)

2875 Fish Hatchery Rd  
Madison, WI 53713-3120  
(608) 288-0246 (phone)  
jmurphy@ewala.org  
(608) 288-0734 (fax)

John Sauer, Executive Director  
Wisconsin Association of Homes and Services for the Aging (WAHSA)  
204 S Hamilton St  
Madison, WI 53703  
(608) 255-7060 (phone)  
jsauer@wahsa.org  
(608) 255-7064 (fax)

Tom Moore, Executive Director  
Wisconsin Health Care Association (WHCA)  
121 S Pinckney St, Ste 500  
Madison, WI 53703  
(608) 257-0125 (phone)  
tomm@whca.com  
(608) 257-0025 (fax)

Nancy Anderson  
Wisconsin Personal Services Association (WPSA)  
1414 MacArthur Road, P.O. Box 8028  
Madison, WI 53708-8028  
(608) 242-8335 (phone)  
andersonn@wpp.org  
(608) 240-7060 (fax)

#### Brief Description of Organization (Legal entity status, purpose, scope of enterprise):

The Wisconsin Provider Organization Summit (POS) is a coalition of providers of long-term care services for thousands of Wisconsin citizens living with the effects of aging, or with physical, mental or developmental disabilities. The POS membership is comprised of virtually every long-term care provider service category in Wisconsin, including rehabilitation services, personal care, home and community-based care, day and vocational services, assisted living and skilled nursing facilities. Collectively, our memberships employ over 100,000 direct service workers in Wisconsin.

POS supports the philosophy that individuals should receive the highest possible care on a regular basis consistent with professionally established standards and practices of care. It is essential that needed care be available, accessible and delivered in a timely manner. When and

where possible, care should be provided in the most appropriate, cost-effective and least restrictive setting that fully meets the care needs of the resident and/or patient.

#### Interest in Planning and Implementation of Long-Term Care Reform in Wisconsin:

POS supports improved access to quality long-term care for Wisconsin's citizens. Both access and quality care greatly depend upon providers receiving an adequate reimbursement rate for care and supervision that is at least equal to the costs associated with providing these necessary services.

Since the members of the Provider Organizational Summit represent the "frontline" of where the care and services are actually performed; whereas the members of the Provider Organizational Summit have experience with and have administered past Department of Health and Family Services "long-term care reforms"; and, whereas the members of the Provider Organizational Summit will have to administer future system changes: the members of the Provider Organizational Summit request that provider representatives be selected from this coalition to be included in the evaluation of responses to the RFI. The Provider Organizational Summit also requests that the department include the provider community in any future stakeholders' meetings regarding this Request-for-Information.

#### Geographic Area of Interest (List counties within the potential planning and service area of the entity or consortium.):

All 72 Wisconsin Counties.

#### Proposed Scope and Nature of the Program (including target groups to be served, benefit package to be offered, and rationale for this proposal in terms of fiscal soundness and program effectiveness)

The Wisconsin Provider Organization Summit (POS) is a coalition of providers of long-term care services for thousands of Wisconsin citizens living with the effects of aging, or with physical, mental or developmental disabilities. The POS membership is comprised of virtually every long-term care provider service category in Wisconsin, including rehabilitation services, personal care, home and community-based care, day and vocational services, assisted living and skilled nursing facilities. Collectively, our memberships employ over 100,000 direct service workers in Wisconsin.

Other Comments or Information:

### Principles on Which to Base Long-Term Care Reform

- I. Ensuring Quality Care by Providing Adequate Provider Reimbursement.
  - Adequate Reimbursement Relates to Direct Care Worker Wages and Benefits.
  - Calculate Provider Reimbursement Rates on Authentic Cost Data.
  - Prevent Artificially Derived Capitation Rates to Meet Financial Goals
- II. Ensuring a Continuum of Choices.
  - Create Market Innovation and Response Based on Adequate Reimbursement.
  - Increase State Financing of Long-Term Care and Remove Funding Barriers to Alternative Care Options.
- III. Improving Private-Pay Ratio versus Government Subsidized Services
  - Eliminate Divestment Strategies, Including the Annuities Exemption.
  - Promote Greater Incentives for Purchasing of Long-Term Care Insurance.
- IV. Require Fiscal Analysis of Impact to Provider Groups
  - Require the DHFS to include fiscal impact statements in all legislation and administrative rules effecting care giving, which analyze not only a bill's or rule's fiscal impact on government but on providers and service recipients as well. All too often state and county government agencies identify and implement controversial policies to create program "savings" that ultimately negatively impact the quality of life of the patient\recipient and the ability of a provider to ensure affordability of providing quality care.
- V. Include Provider Organizational Summit (POS) Representatives in All System Change Initiatives.